Second Quarter 1998
June CTS Carton DORAL B8G2F - 210 Offers/Store
Promotion #800541

132

	Region	CTS Stores	#542294 POS Kit (1/SKU)	#542300 Floor Display (1/SKU)	Total # Offers	Total 6M Cases	Lt 85	Lt 100	Lt Mthl 100	FF 100	UI Lt 100	Lt Box 100	FF Box 100
1100	Boston	67	67	0	14,070	469	67	67	67	67	67	67	67
1200	New York Metro	0	0	0	0	0	0	0	0	0	0	0	0
1300	Philadelphia	101	101	0	21,210	707	101	101	101	101	101	101	101
1600	Buffalo	289	289	0	60,690	2,023	289	289	289	289	289	289	289
1700	Pittsburgh	210	210	0	44,100	1,470	210	210	210	210	210	210	210
1800	Cincinnati	260	260	0	54,600	1,820	260	260	260	260	260	260	260
	Total NESA	**927**	**927**	**780**	**194,670**	**6,489**	**927**	**927**	**927**	**927**	**927**	**927**	**927**
2100	Winston-Salem	250	250	0	52,500	1,750	252	252	252	252	252	252	252
2200	Atlanta	178	178	0	37,380	1,246	180	180	180	180	180	180	180
2300	Florida	250	250	0	52,500	1,750	251	251	251	251	251	251	251
2600	Dallas	410	410	0	86,100	2,870	412	412	412	412	412	412	412
2900	Richmond	254	254	0	53,340	1,778	256	256	256	256	256	256	256
	Total SSA	**1,342**	**1,342**	**1,080**	**281,820**	**9,394**	**1,351**	**1,351**	**1,351**	**1,351**	**1,351**	**1,351**	**1,351**
5100	N. California	125	125	0	26,250	875	125	125	125	125	125	125	125
5400	S. California	150	150	0	31,500	1,050	150	150	150	150	150	150	150
5600	Seattle	232	232	0	48,720	1,624	232	232	232	232	232	232	232
5800	Houston	190	190	0	39,900	1,330	190	190	190	190	190	190	190
	Total WSA	**697**	**697**	**560**	**146,370**	**4,879**	**697**	**697**	**697**	**697**	**697**	**697**	**697**
6200	Chicago	300	300	0	63,000	2,100	300	300	300	300	300	300	300
6300	Minneapolis	375	375	0	78,750	2,625	375	375	375	375	375	375	375
6600	Denver	600	600	0	126,000	4,200	600	600	600	600	600	600	600
6700	Detroit	250	250	0	52,500	1,750	250	250	250	250	250	250	250
6900	St. Louis	430	430	0	90,300	3,010	430	430	430	430	430	430	430
	Total MWSA	**1,955**	**1,955**	**1,600**	**410,550**	**13,685**	**1,955**	**1,955**	**1,955**	**1,955**	**1,955**	**1,955**	**1,955**
	GRAND TOTAL	**4,921**	**4,921**	**4,020**	**1,033,410**	**34,447**	**4,930**	**4,930**	**4,930**	**4,930**	**4,930**	**4,930**	**4,930**

NOTES:

6M Case = 30 Offers

7 Cases x 30 Offers = 210 Offers Per Store

1 Case of each brand style per store - no rounding issues

#542300 Semi-Perm Displays allocated to sales area level-order based on number of displays needed to replenish stores that did not maintain the March promotional display.

sgr019/ccd
3/10/98

Source: https://www.industrydocuments.ucsf.edu/docs/nycn0000

Workplan Logistics

Program Contact: Evan Toulon, #6316

I. Selling/Execution Detail

Month: June

Promotion: DORAL B8G2F

Promotion #: 800541

Item #: 542294 POS Kit, 542300 CTS Semi-Permanent Floor Base 1 To Each Store

Segment: Partners Cigarette Tobacco Stores (carton promotion)

SKU Quantity: 210 offers per store

Placement/MSA Reporting: DOR JUN B8G2F

Reporting Dates: 6/1/98 - 7/31/98

Promotion Details: 1) Promotion Description-DORAL Buy 8 Get 2 Free with name generation insert.
2) Materials Description - POS Kit contains 2 header cards, paster, large dangler (sleeve replica), 1 dangler hanger set.
3) Recommended Displays - CTS Semi-Permanent Display used with March 5-pack promotion, Item #538883. If this display is still on location, order B8G2F POS Kit, Item #542294. If new display needs to be ordered, utilize Item #542300 (this display comes with appropriate promotional header cards) along with #542294 (POS Kit).
4) Special Instructions: Order POS Kits "DSD" for all CTS outlets. Use in conjunction with Semi-Permanent Floor Base Display.

Pricing Details:
- Invoice Description: DORAL B8G2F
- Pricing: Regular list price
- Terms: Standard 3.25% on live product. Handling allowance 3.25% on free product 1.4% EFT
- Additional Allowance: State tax on free product

Promotional Packaging UPC: 12300-25169

Product UPC:

25291 - DORAL Lts 85 289	25295 - DORAL Ult Lts 100 289
25292 - DORAL Lts 100 289	25296 - DORAL Box 100 289
25293 - DORAL FF 100 289	25297 - DORAL Lts Box 100 289
25294 - DORAL Lts Mthl 100 289	

VAP Payment Per 6M Case: 1) Handling/Shipping - $3.60 per promoted 6M case. ***Direct account not required to pack product - only stamping and shipment of product required.***

II. Promotion Timing

Allocations Available: 3/2/98

Model Available: 3/23/98

Allocation Adjustments to Model: 3/23/98 - 4/17/98

Templates Available: 4/20/98

Valued-Added Transfer Deadline: 4/24/98

First Order Date: 4/27/98

First Delivery Date to Direct Accounts: 5/18/98

VAP/Delivery Date to Retail Accounts: 6/15/98

Last Delivery Date to Direct Accounts: 6/26/98

Roll Remaining Allocations to National/Clean-Up: 6/29 - 7/3/98

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Source: https://www.industrydocuments.ucsf.edu/docs/nycn0000

```
210 SMS210N2 1              SALES MATERIALS SYSTEM                05/07/98 12:04
Item: 542294 Regular Stock    ITEM MAINTENANCE                          FN: ___
Description of Item:                Action(C,D,R,' '): _     Next Item: _____
S DORAL CTS B8G2F POS KIT-6/98                  Status: A    Item Type: S
L                                          Multi Whse: N  Active Item: Y
                                           Prime Whse: W150  Refurb #:      0
                                           Track Flag: Y  Cycle Count: 12
     Std Note Code NV                                          Corres #:      0
 Asset Code: TA                                        Sku Reserved:
   Exp Code: TA                                       Sku Available:           0
 Brand Code: 4200 DORAL                             Sku in Process:           0
Asset Prom#:           0 Reqst Limit: 0             Sku Backordered:
Exp Prom No: 800541020301 Budget Code: 4200               Number BO:
 Repackable: N                Sku Pkg: KT             Sku on Hand:           0
   Ups Flag: N                 Po Pkg: 1.000       Future Not Rsvd:
United Inch:                     UPC:               Sku Alloc Avail:        2673
 Sku Weight:              Sku/Mast Pk: 1.000
   Sku Cube:                Master Pk: N (Y/N)    Avg Sku Cost:          8.6000
Invntry Mgr: WGDLG    KAY MCCAFFREY                 Avg Po cost:          0.0000
  Allocated: Y   Sku/Mast Pk Per Pallet:    0        $ Onhand:
Program Mgt:     Category: 023 420 361 POS KITS          C LE:          0.0000
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
      HELP  Cmnt  Retrn             Pl/Cs             Inv                Main
```

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Source: https://www.industrydocuments.ucsf.edu/docs/nycn0000

```
210 SMS210N2 1              SALES MATERIALS SYSTEM                05/07/98 12:05
Item: 542300 Regular Stock    ITEM MAINTENANCE                          FN: ___
Description of Item:                  Action(C,D,R,' '): _      Next Item: ______
S DORAL CTS B8G2F CTN FLOOR BASE-6/98          Status: A     Item Type: S
L                                          Multi Whse: N   Active Item: Y
                                           Prime Whse: W150   Refurb #:      0
                                           Track Flag: Y   Cycle Count: 12
     Std Note Code NV                                          Corres #:      0
 Asset Code: TA                                        Sku Reserved:
   Exp Code: TA                                      Sku Available:        4000
 Brand Code: 4200 DORAL                             Sku in Process:          0
Asset Prom#:            0 Reqst Limit: 0           Sku Backordered:
Exp Prom No: 800541020303 Budget Code: 4200              Number BO:
 Repackable: N                Sku Pkg: EA             Sku on Hand:        4000
   Ups Flag: Y                 Po Pkg: 1.000       Future Not Rsvd:
United Inch:  114.50             UPC;              Sku Alloc Avail:        3013
 Sku Weight:   15.4700    Sku/Mast Pk: 1.000
   Sku Cube:    1.9270      Master Pk: N (Y/N)    Avg Sku Cost:         36.4400
Invntry Mgr: WGDLG    KAY MCCAFFREY                Avg Po cost:          36.4400
  Allocated: Y   Sku/Mast Pk Per Pallet:    0       $ Onhand:      145760.0000
Program Mgt:     Category: 023 420 666 MISC              C LE:          0.0000
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
      HELP  Cmnt  Retrn             Pl/Cs              Inv                Main
```

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Source: https://www.industrydocuments.ucsf.edu/docs/nycn0000